

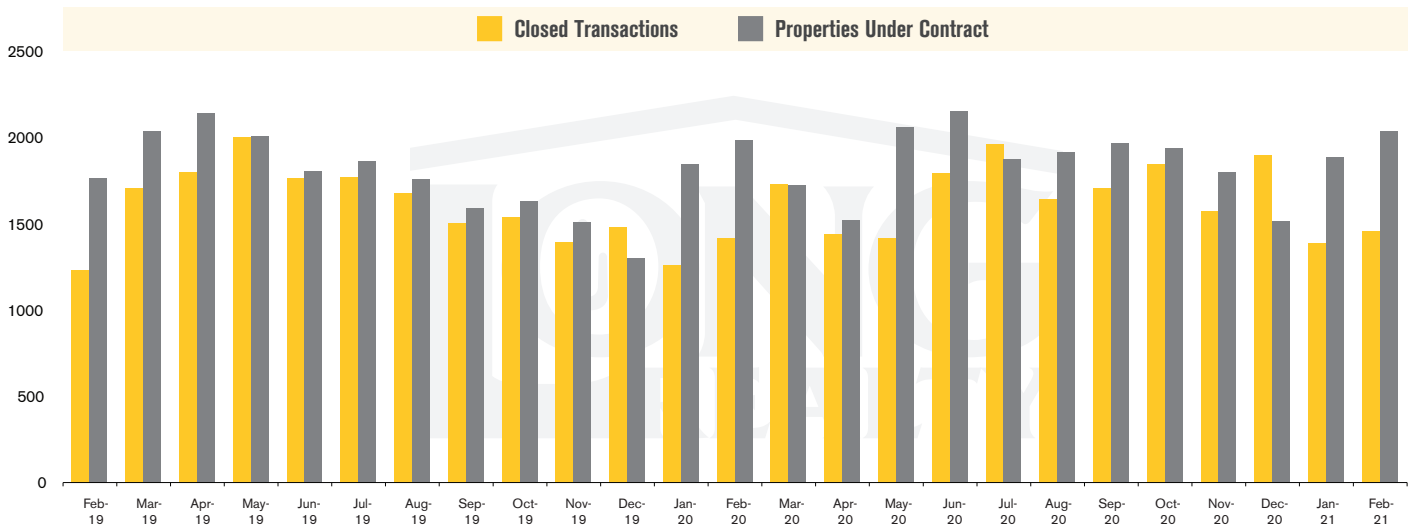
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | MARCH 2021

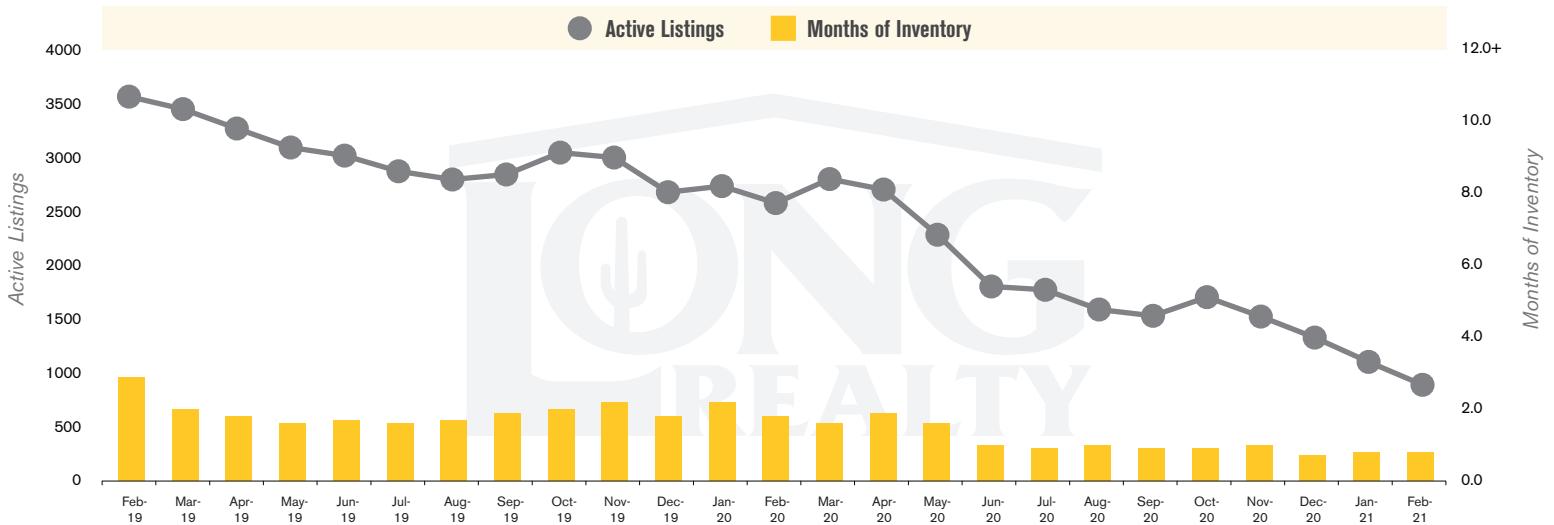


In the Tucson Main Market area, February 2021 active inventory was 908, a 65% decrease from February 2020. There were 1,459 closings in February 2021, a 3% increase from February 2020. Year-to-date 2021 there were 2,849 closings, a 6% increase from year-to-date 2020. Months of Inventory was .6, down from 1.8 in February 2020. Median price of sold homes was \$284,688 for the month of February 2021, up 20% from February 2020. The Tucson Main Market area had 2,039 new properties under contract in February 2021, up 2% from February 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT GREATER TUCSON MAIN MARKET



ACTIVE LISTINGS AND MONTHS OF INVENTORY GREATER TUCSON MAIN MARKET



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Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 03/05/2021 is believed to be reliable, but not guaranteed.

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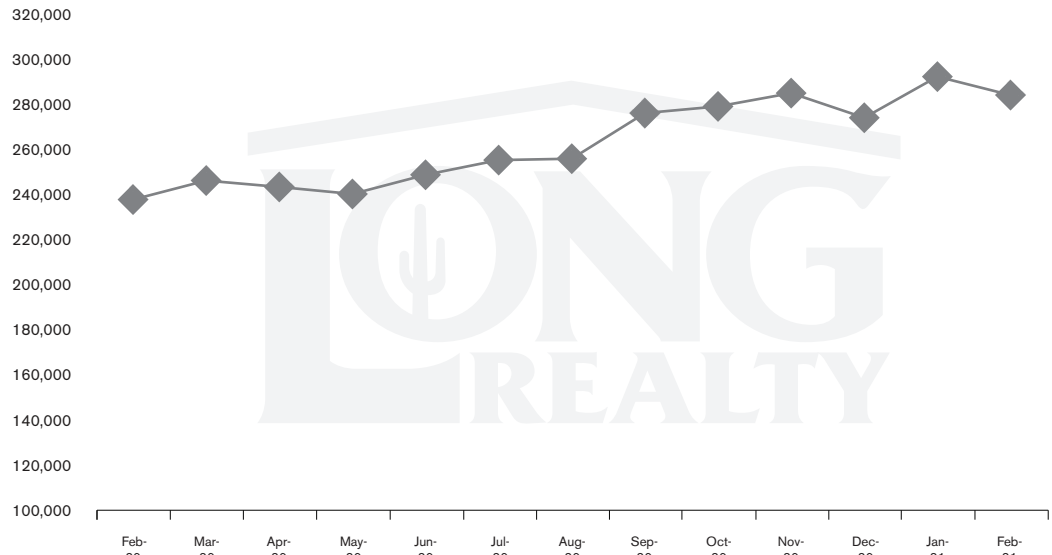


MEDIAN SOLD PRICE

GREATER TUCSON
MAIN MARKET

**On average, homes
sold this % of
original list price.**

Feb 2020	Feb 2021
96.7%	98.6%

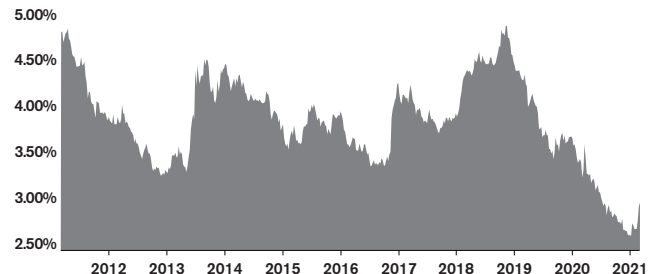


MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2020	\$238,032	3.470%	\$1,011.64
2021	\$284,688	2.810%	\$1,112.72

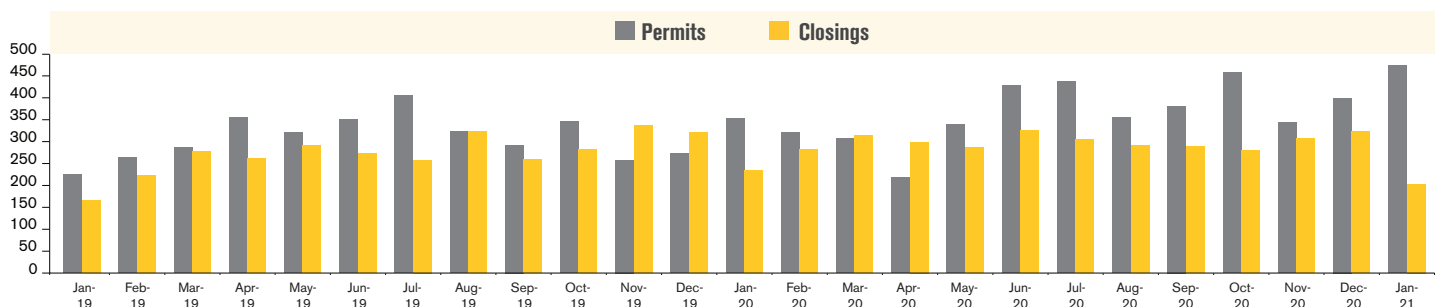
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS GREATER TUCSON MAIN MARKET



Source: RLBrownReports/Bright Future Real Estate Research

For January 2021, new home permits were **up 35%** and new home closings were **down 13%** from January 2020.



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MARKET CONDITIONS BY PRICE BAND GREATER TUCSON MAIN MARKET

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21			
\$1 - 49,999	1	2	3	4	7	3	9	0.1	0.5	Seller
\$50,000 - 74,999	9	12	14	10	17	14	8	1.1	1.0	Seller
\$75,000 - 99,999	12	32	33	29	48	24	26	0.5	0.6	Seller
\$100,000 - 124,999	13	33	34	31	39	28	20	0.7	0.6	Seller
\$125,000 - 149,999	35	81	59	52	83	51	56	0.6	0.7	Seller
\$150,000 - 174,999	29	113	114	68	93	69	77	0.4	0.5	Seller
\$175,000 - 199,999	32	157	151	121	155	99	94	0.3	0.5	Seller
\$200,000 - 224,999	33	165	191	157	182	136	153	0.2	0.3	Seller
\$225,000 - 249,999	47	196	222	209	233	164	164	0.3	0.4	Seller
\$250,000 - 274,999	57	170	194	159	204	138	158	0.4	0.4	Seller
\$275,000 - 299,999	72	129	147	121	155	116	122	0.6	0.6	Seller
\$300,000 - 349,999	100	186	197	169	199	133	161	0.6	0.8	Seller
\$350,000 - 399,999	68	135	133	108	153	93	111	0.6	0.8	Seller
\$400,000 - 499,999	102	129	151	170	156	130	139	0.7	0.8	Seller
\$500,000 - 599,999	69	63	87	66	67	70	59	1.2	1.2	Seller
\$600,000 - 699,999	43	41	44	35	39	46	39	1.1	1.4	Seller
\$700,000 - 799,999	31	22	33	30	25	14	22	1.4	2.1	Seller
\$800,000 - 899,999	20	20	21	17	16	21	13	1.5	1.7	Seller
\$900,000 - 999,999	24	6	6	3	9	13	7	3.4	2.4	Seller
\$1,000,000 - and over	111	19	17	18	26	28	21	5.3	4.4	Slightly Seller
TOTAL	908	1,711	1,851	1,577	1,906	1,390	1,459	0.6	0.7	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 03/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2020-02/28/2021. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE

GREATER TUCSON MAIN MARKET

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2020 – 02/28/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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25.4%

Tierra Antigua Realty

13.9%

Realty Executives Arizona Territory

9.4%

Keller Williams Southern Arizona

7.5%

Coldwell Banker Residential Brokerage

6.6%

Exp Realty

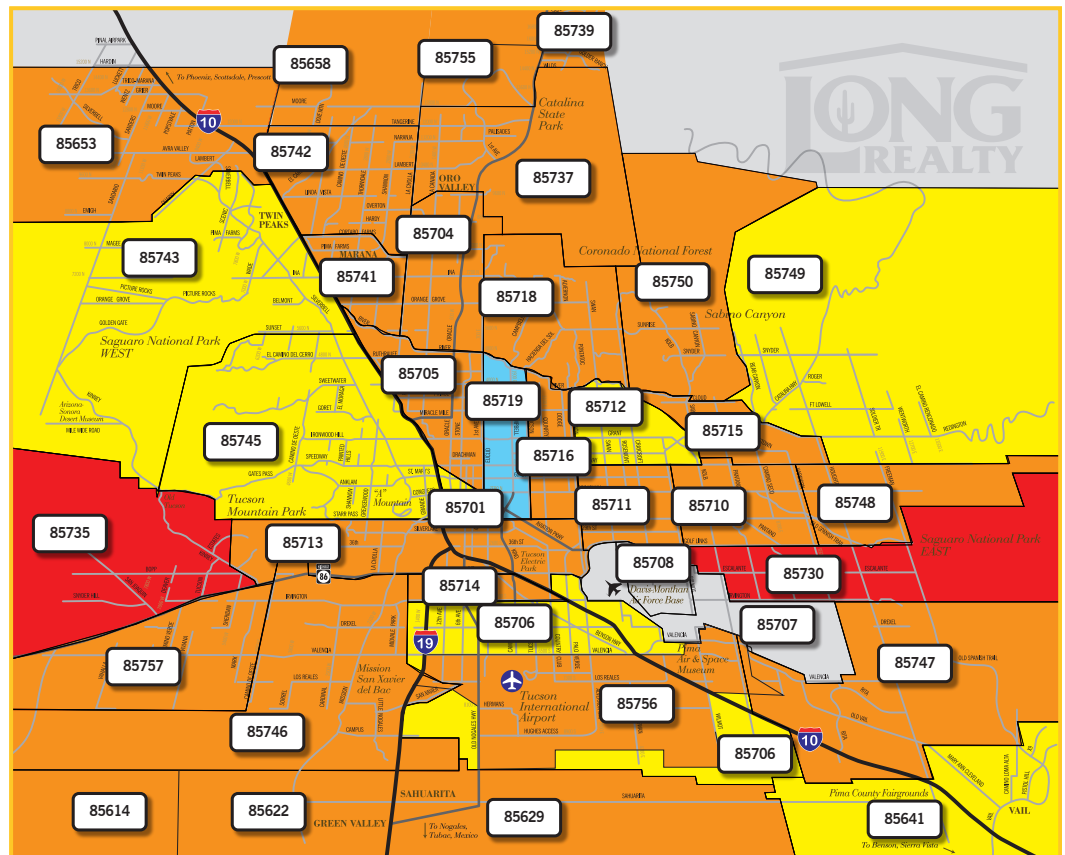
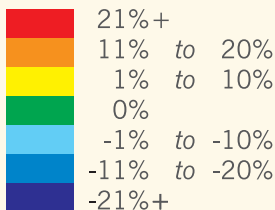
3.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2019-FEB 2020 TO
DEC 2020-FEB 2021

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

Percentage of Change



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.



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This heat map represents the percentage of change in Tucson metro median sales prices from December 2019-February 2020 to December 2020-February 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2021. Information is believed to be reliable, but not guaranteed.